

# BEDFORD-STUYVESANT

A quarterly analysis of multifamily sales  
in Bedford-Stuyvesant, Brooklyn

1st Quarter 2018



**The RATNER Team Market Report**

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# Multifamily Market Report, 1st Quarter 2018

## Bedford-Stuyvesant, Brooklyn

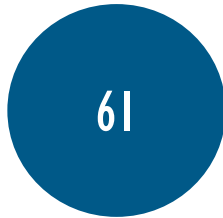
### SUMMARY

SALES VOLUME



-16% YoY

NO. OF TRANSACTIONS



11% YoY

AVERAGE PRICE/UNIT



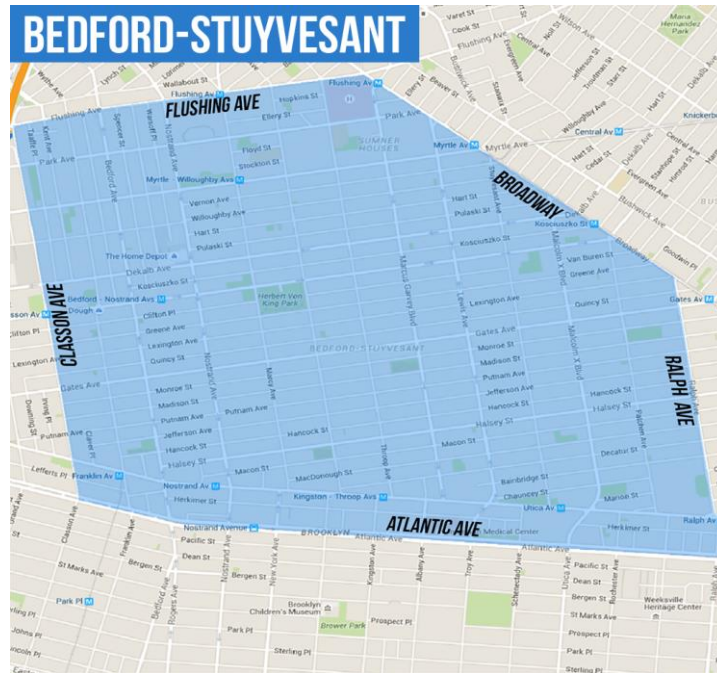
-7% YoY

AVERAGE PRICE/SQ.FT.



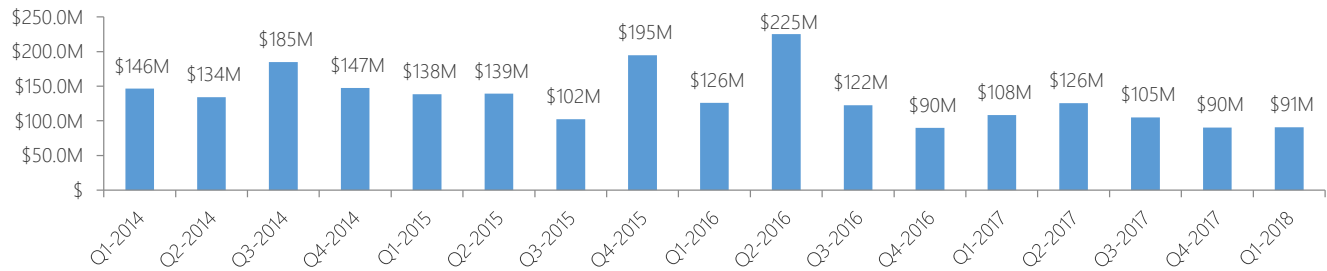
-1% YoY

### NEIGHBORHOOD BOUNDARIES

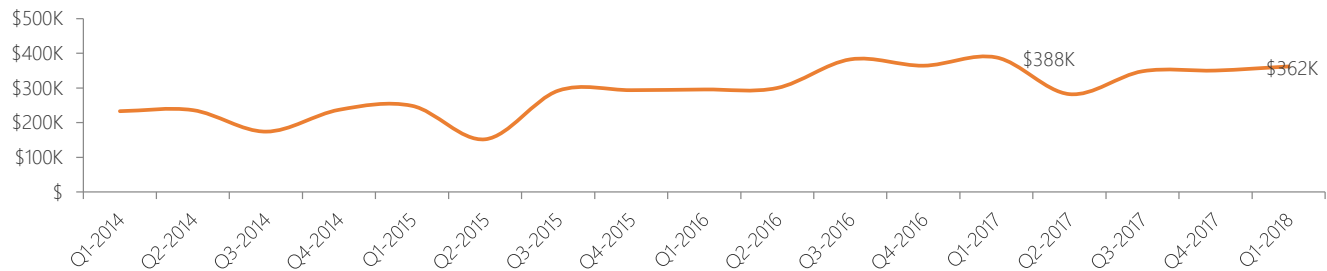


## MULTIFAMILY STATS

### Sales Volume

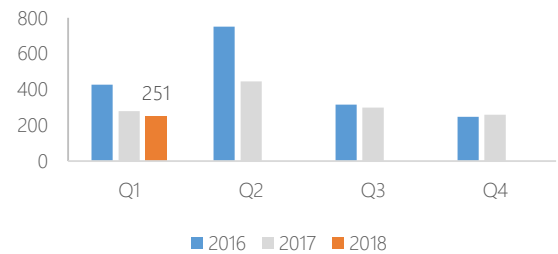


### Average Sale Price per Unit



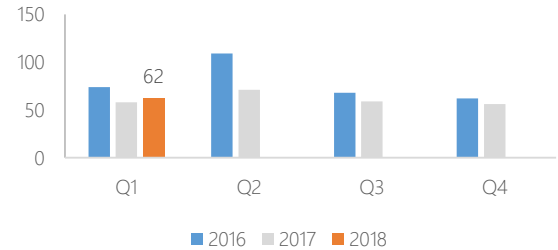
### Number of Units Sold

Quarter	2016	2017	2018
Q1	426	279	251
Q2	751	445	
Q3	316	298	
Q4	247	258	



### Number of Buildings Sold

Quarter	2016	2017	2018
Q1	74	58	62
Q2	109	71	
Q3	68	59	
Q4	62	56	

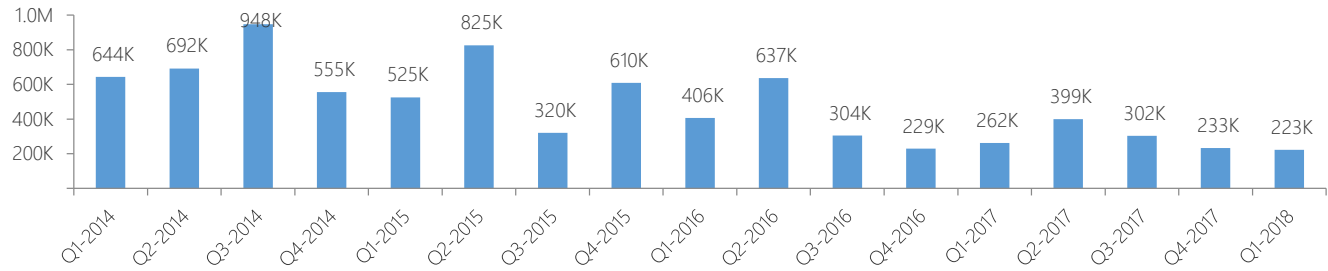


### Number of Transactions

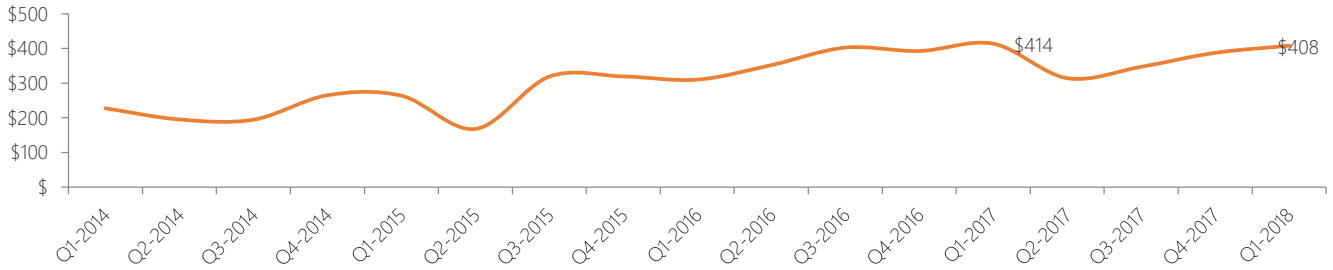
Quarter	2016	2017	2018
Q1	73	55	61
Q2	82	62	
Q3	68	55	
Q4	62	56	



## Total Sq. Ft.



## Average Sale Price per Square Foot

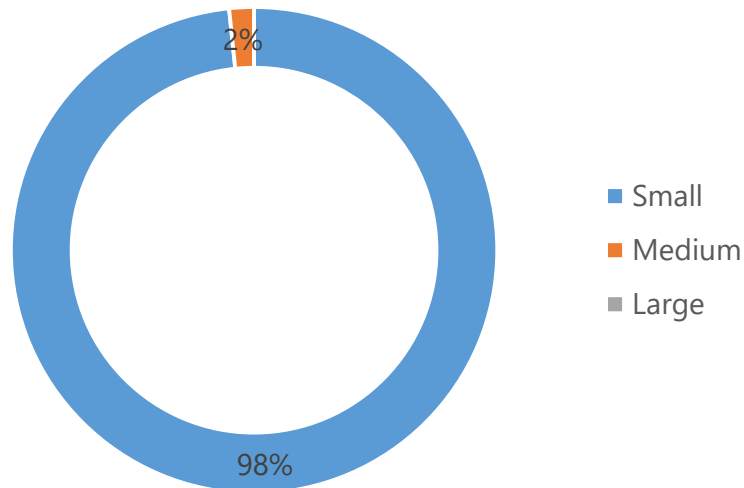


## MULTIFAMILY SIZE

### Size of Multifamily Properties Sold

Multifamily size	Avg. price/unit	Y-o-Y	Avg. price/sqft	Y-o-Y	Sales volume	Sales	Buildings	Units
Small	\$373,664	5%	\$411	2%	\$87,810,976	60	61	235
Medium	\$192,031	-65%	\$342	-26%	\$3,072,500	1	1	16
Large	-	-	-	-	\$0	0	0	0

Small (up to 10 units), Medium (between 10 and 50 units), Large (more than 50 units)





## LIST OF TRANSACTIONS

Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
5 Mac Donough St	1-Mar-18	\$5,150,000	Small multifamily	8	8,856	\$582	No
662 Madison St	21-Mar-18	\$4,310,000	Small multifamily	8	10,160	\$424	No
705 Willoughby Ave	12-Feb-18	\$3,500,000	Small multifamily	3	2,835	\$521	Yes
707 Willoughby Ave	12-Feb-18	\$3,500,000	Small multifamily	3	3,880	\$521	Yes
482 Tompkins Ave	26-Mar-18	\$3,072,500	Medium multifamily	16	8,982	\$342	No
700 Putnam Ave	19-Mar-18	\$2,520,000	Small multifamily	4	2,804	\$899	No
264 Malcolm X Blvd	14-Feb-18	\$2,500,000	Small multifamily	9	6,319	\$396	No
312 Mac Donough St	9-Mar-18	\$2,400,000	Small multifamily	3	3,692	\$650	No
856 Greene Ave	29-Mar-18	\$2,250,000	Small multifamily	6	5,808	\$387	No
1054 Bedford Ave	6-Feb-18	\$1,995,000	Small multifamily	4	2,520	\$792	No
475 Greene Ave	9-Jan-18	\$1,990,000	Small multifamily	3	2,700	\$737	No
296 Macon St	2-Feb-18	\$1,900,000	Small multifamily	3	4,800	\$396	No
157 Franklin Ave	27-Mar-18	\$1,900,000	Small multifamily	3	2,344	\$811	No
677 Greene Ave	26-Jan-18	\$1,875,000	Small multifamily	3	3,192	\$587	No
662 Halsey St	24-Jan-18	\$1,704,748	Small multifamily	6	4,875	\$350	No
406 Greene Ave	16-Feb-18	\$1,700,000	Small multifamily	3	3,600	\$472	No
245 Decatur St	15-Feb-18	\$1,700,000	Small multifamily	3	3,096	\$549	No
698 A Dekalb Ave	7-Feb-18	\$1,700,000	Small multifamily	3	2,850	\$596	No
390 Stuyvesant Ave	13-Mar-18	\$1,675,000	Small multifamily	3	4,416	\$379	No
418 Mac Donough St	6-Mar-18	\$1,590,000	Small multifamily	3	2,904	\$548	No
521 Putnam Ave	23-Mar-18	\$1,550,000	Small multifamily	3	3,600	\$431	No
615 Halsey St	29-Jan-18	\$1,525,000	Small multifamily	4	2,501	\$610	No
740 Putnam Ave	2-Feb-18	\$1,500,000	Small multifamily	3	3,420	\$439	No
796 Macon St	16-Jan-18	\$1,500,000	Small multifamily	4	4,000	\$375	No
825 Putnam Ave	27-Mar-18	\$1,450,000	Small multifamily	5	3,360	\$432	No
885 Lafayette Ave	30-Jan-18	\$1,400,000	Small multifamily	3	3,556	\$394	No
258 Stuyvesant Ave	9-Feb-18	\$1,400,000	Small multifamily	3	3,360	\$417	No
896 Madison St	8-Mar-18	\$1,390,000	Small multifamily	8	6,500	\$214	No
25 Hart St	6-Feb-18	\$1,375,000	Small multifamily	3	3,120	\$441	No
127 Lewis Ave	22-Mar-18	\$1,350,000	Small multifamily	3	3,000	\$450	No
760 Halsey St	22-Mar-18	\$1,349,300	Small multifamily	3	2,530	\$533	No
408 Hancock St	12-Feb-18	\$1,300,000	Small multifamily	3	3,500	\$371	No
165 Monroe St	8-Feb-18	\$1,300,000	Small multifamily	3	3,180	\$409	No
1911 Atlantic Ave	8-Jan-18	\$1,280,000	Small multifamily	4	2,124	\$603	No
69 Decatur St	12-Jan-18	\$1,260,000	Small multifamily	6	3,240	\$389	No
350 Halsey St	31-Jan-18	\$1,256,000	Small multifamily	4	2,600	\$483	No
754 A Willoughby Ave	27-Feb-18	\$1,250,000	Small multifamily	3	3,600	\$347	No
724 Lafayette Ave	10-Mar-18	\$1,163,701	Small multifamily	4	1,913	\$608	No
593 Hancock St	17-Jan-18	\$1,150,000	Small multifamily	3	2,772	\$415	No
425 Monroe St	13-Mar-18	\$1,150,000	Small multifamily	3	2,820	\$408	No
657 Greene Ave	26-Mar-18	\$1,130,000	Small multifamily	4	2,800	\$404	No
419 Decatur St	26-Mar-18	\$1,100,000	Small multifamily	3	2,343	\$469	No
473 Lafayette Ave	22-Jan-18	\$1,100,000	Small multifamily	3	3,168	\$347	No
450 Throop Ave	26-Mar-18	\$1,050,000	Small multifamily	3	2,957	\$355	No
65 Bainbridge St	28-Feb-18	\$1,025,000	Small multifamily	3	2,107	\$486	No
972 Greene Ave	22-Feb-18	\$1,011,111	Small multifamily	3	5,460	\$185	No
234 Quincy St	5-Feb-18	\$1,010,000	Small multifamily	3	4,290	\$235	No
30 Monroe St	21-Feb-18	\$999,000	Small multifamily	3	1,773	\$563	No
21 Louis Pl	11-Jan-18	\$978,000	Small multifamily	3	1,965	\$498	No
231 A Madison St	26-Mar-18	\$950,000	Small multifamily	4	2,320	\$409	No



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Address	Sale date	Sale price	Property type	Units	Sqft	Price/sqft	Pkg. deal
838 Hancock St	10-Jan-18	\$950,000	Small multifamily	3	2,250	\$422	No
264 Kosciuszko St	1-Feb-18	\$935,000	Small multifamily	3	4,013	\$233	No
124 Pulaski St	22-Mar-18	\$901,116	Small multifamily	3	3,080	\$293	No
732 Madison St	8-Jan-18	\$850,000	Small multifamily	3	1,800	\$472	No
805 Herkimer St	8-Mar-18	\$840,000	Small multifamily	3	2,536	\$331	No
715 Mac Donough St	8-Feb-18	\$825,000	Small multifamily	3	2,925	\$282	No
790 Quincy St	31-Jan-18	\$689,000	Small multifamily	6	2,310	\$298	No
331 Nostrand Ave	28-Feb-18	\$497,000	Small multifamily	8	5,214	\$95	No
416 Monroe St	28-Feb-18	\$497,000	Small multifamily	6	5,990	\$83	No
531 Macon St	27-Mar-18	\$440,000	Small multifamily	3	2,100	\$210	No
97 A Pulaski St	13-Mar-18	\$435,000	Small multifamily	3	3,528	\$123	No
325 Bainbridge St	22-Mar-18	\$340,000	Small multifamily	3	2,408	\$141	No



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# THE RATNER TEAM



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New Development Expert

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Nate Pfaff

Residential Sales &  
Rental Specialist

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- NYC Condo Sales, Purchases & Rentals
- New Developments & Development Sites
- Commercial Property: Multifamily Buildings, Mixed Use, Office Buildings, Retail & Land
- OFF Market Investment Properties in Brooklyn and Manhattan



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## CLIENT REVIEWS

"I asked David & his Team to find a tenant for my building. Could not have asked for a more professional and effective service." Joseph Fellner

"David, I can't express enough how grateful I am for all your hard work with selling my Cobble Hill Townhouse! You did an amazing job and achieved a record that I didn't even expect, to be honest. From now on any real estate related work is yours. Keep up the good work and I am looking forward working with you again!" David.K

"David & his Team was incredibly professional and responsive throughout our apartment search process. He responded to emails promptly and ensured we felt secure about the lease and apartment. Can't recommend him highly enough." Grace. G

"It was a pleasure working with Dave & his Team. Very professional, knowledgeable and kept us informed throughout the process. We have used their services before and will do so again in the future. Halina and Jack (Local Landlords)"

"First and foremost, David is a good guy to deal with. More often than not, it's hard to find a realtor who's easy going. David is professional, diligent and a good listener. He also doesn't BS. He tells it like it is when he's creating a strategy for you, yet a smooth-talker with the landlords. The bottom line is, he has your best interests in mind because he knows that a happy client is a repeat client- and that will definitely be the case with me." Spencer Zabiela

"David just recently landed me an amazing place in NYC. I was under a very limited amount of time to find a new home and David was able to find me an awesome new apartment for a great price and in an ideal location for work. The man knows how to operate in times of pressure and I'm proud to call him my friend after going through the moving process with him. The man is honestly among the best of the best in the industry and I'd highly recommend him to anybody who is serious about finding the right home." Tyler Clinton

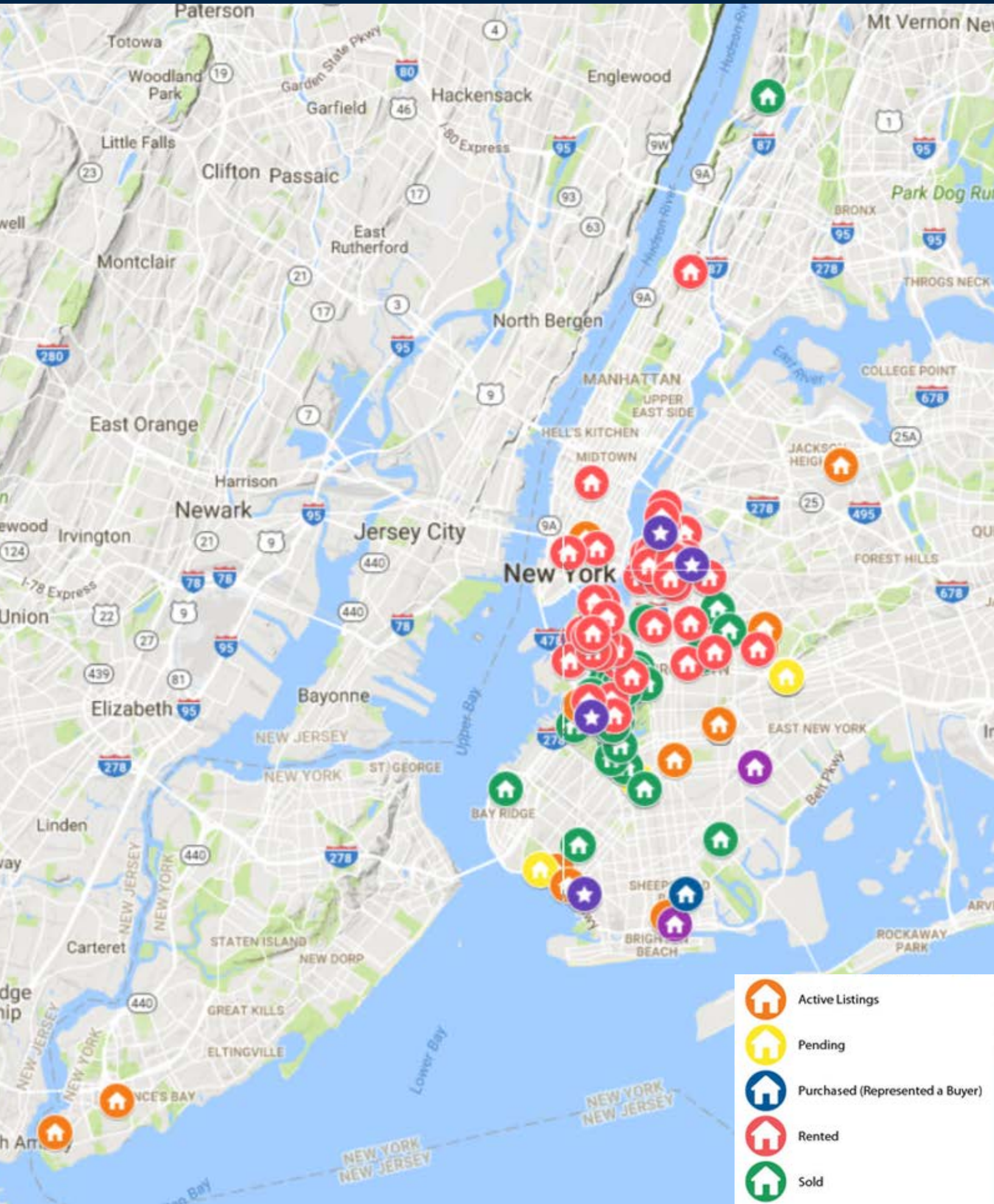
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|---------------------------------|------------------------------|--------------------------------|-------------------------------------|
| 1031 Qualified Intermediary     | Estate Planing               | Insurance Agents               | Renovation Professionals            |
| Appraisers & Inspectors         | Expeditors                   | Interior Designers             | Restoration Specialists             |
| Architects                      | Exterminators                | Ironwork Professionals         | Roofers                             |
| Artist & Artisans               | Fences & Gates Specialists   | Kitchen & Bathroom Specialists | Rubbish Removal Companies           |
| Attorneys                       | Fireplaces                   | Landscape Design               | School Consultants                  |
| Bankers                         | Floor & Carpet Professionals | Landscapers & Gardeners        | Spiritual Experts                   |
| Cabinets                        | Furniture                    | Lawn & Sprinklers Experts      | Stair Building & Repair Specialists |
| Carpenters                      | Garage & Driveway            | Lighting Experts               | Stone & Tile Professionals          |
| Chimney & Fireplace Specialists | General Contractors          | Locksmith                      | Structural Engineers                |
| Cleaners                        | Glass & Shower Doors         | Mortgage Professionals         | Surveyors                           |
| Closet Design                   | Handymen                     | Moving & Storage Experts       | Title Companies                     |
| CO Experts                      | Home Automation Specialists  | Painters & Plasterers          | Wealth Managers                     |
| Decks & Patios Specialists      | Home Security Professionals  | Plumbing Contractors           | Window Professionals                |
| Demolition Experts              | Home Stagers                 | Property Compliance            | Wine Cellars                        |
| Door Experts                    | Hvac Professionals           | Property Managers              | Zoning & Land Use Experts           |
| Electricians                    |                              | Renewable Energy Specialists   |                                     |

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## THE BROOKLYN MADE SHOW

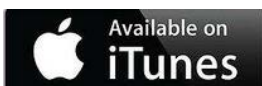
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